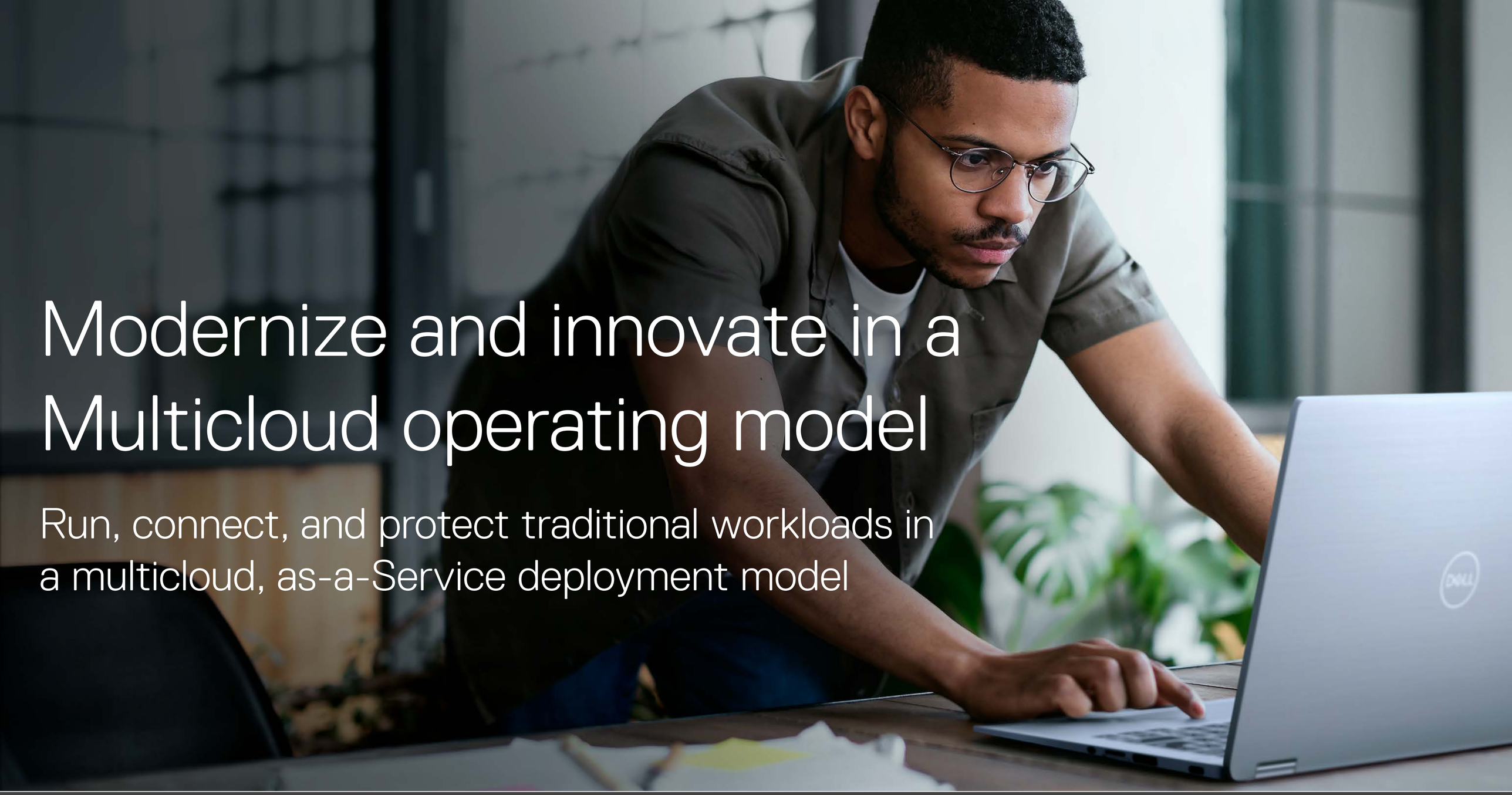
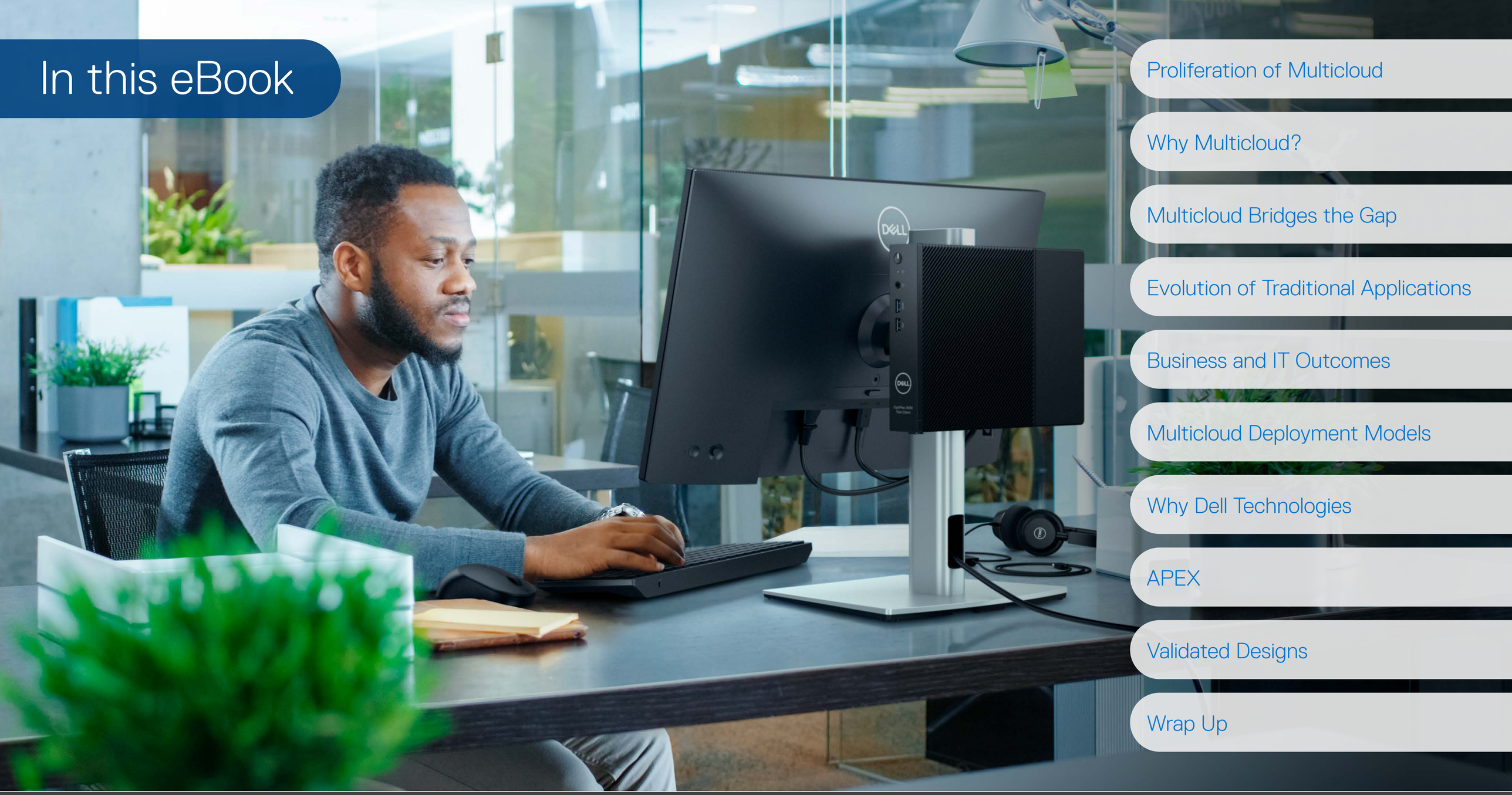


Modernize and innovate in a Multicloud operating model

Run, connect, and protect traditional workloads in a multicloud, as-a-Service deployment model

In this eBook



Proliferation of Multicloud

The flexibility, scalability, and agility benefits of cloud are well known. Organizations are beginning to expect more: seamless integration with existing infrastructure, choice and control, and solutions tailored to their needs.

Organizational modernization achieved through multicloud simplifies the process of IT transformation and mitigates enterprise challenges related to controlling unpredictable costs, skills gaps within their IT teams, issues with data security and governance, as well as challenges to developer productivity. However, most organizations aren't yet realizing the promise of multicloud, as they find themselves in a multicloud by default world.

93.7%

of global businesses see cloud as critical to meeting immediate business needs[1]

Why Multicloud?

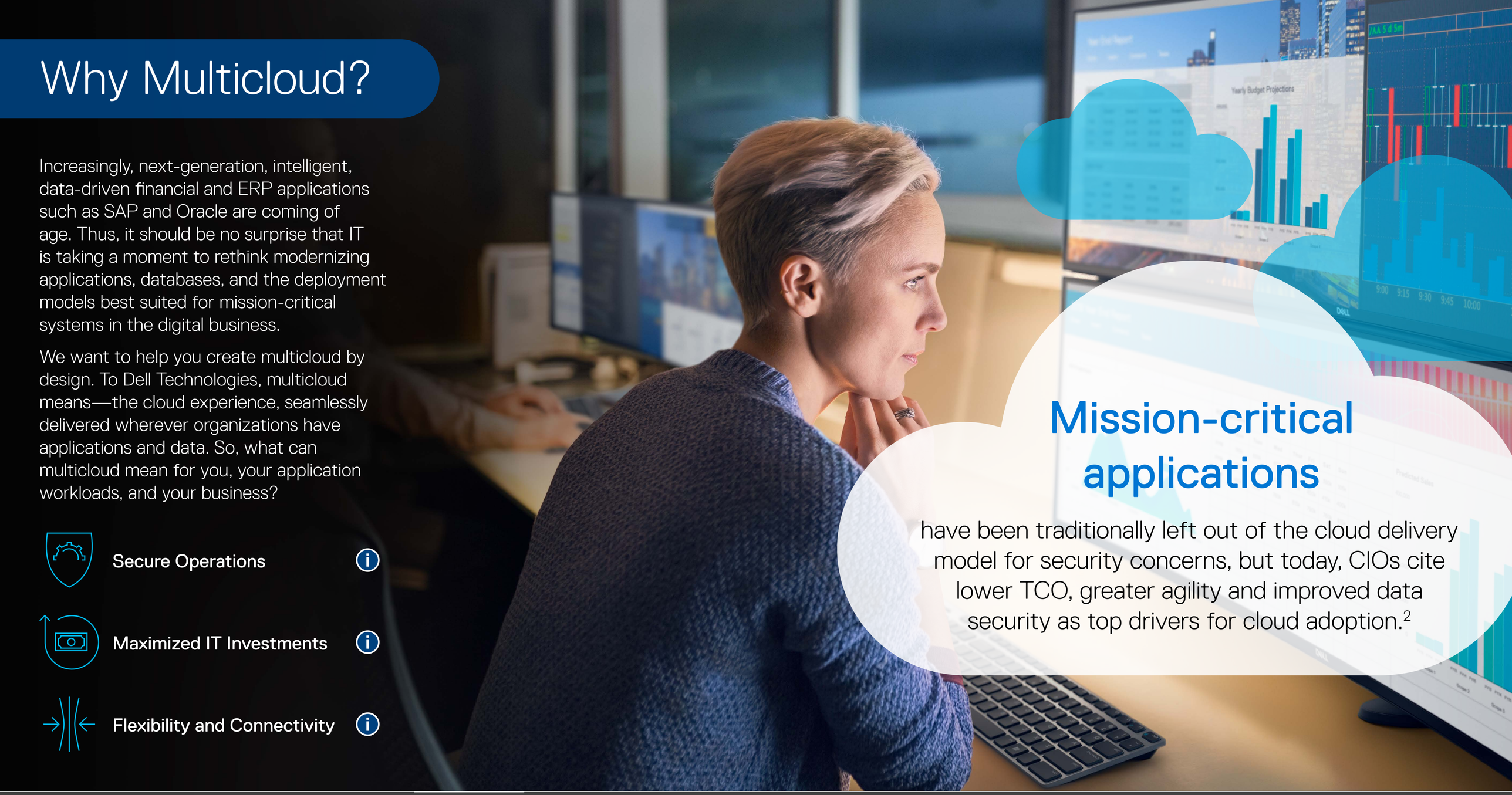
Increasingly, next-generation, intelligent, data-driven financial and ERP applications such as SAP and Oracle are coming of age. Thus, it should be no surprise that IT is taking a moment to rethink modernizing applications, databases, and the deployment models best suited for mission-critical systems in the digital business.

We want to help you create multicloud by design. To Dell Technologies, multicloud means—the cloud experience, seamlessly delivered wherever organizations have applications and data. So, what can multicloud mean for you, your application workloads, and your business?

Secure Operations

Maximized IT Investments

Flexibility and Connectivity



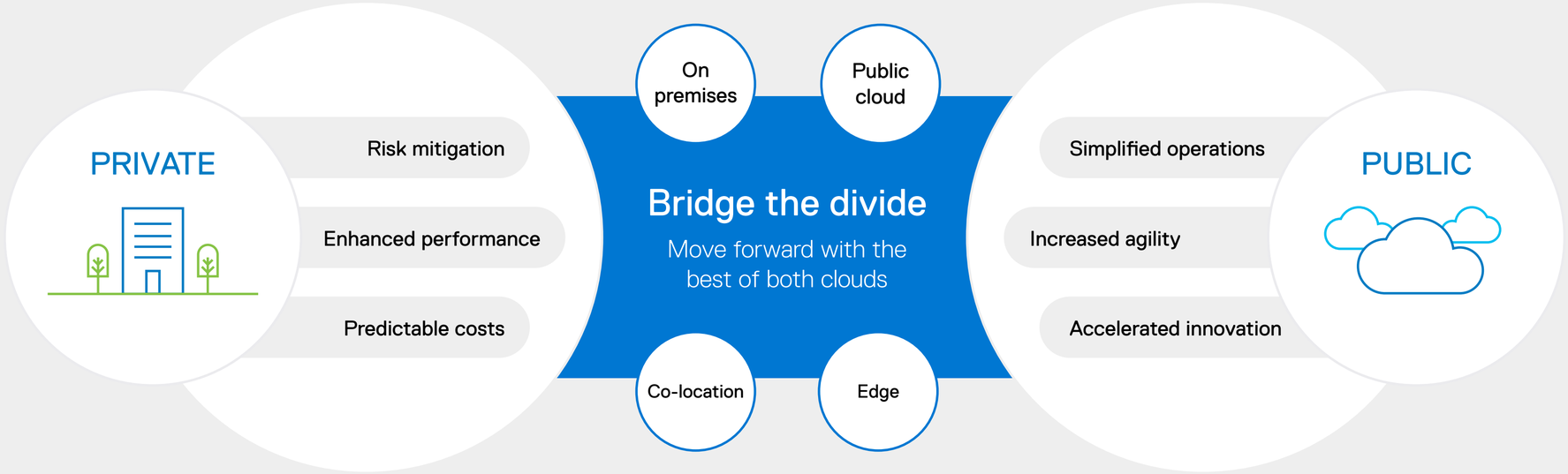
Mission-critical applications

have been traditionally left out of the cloud delivery model for security concerns, but today, CIOs cite lower TCO, greater agility and improved data security as top drivers for cloud adoption.[2]

Multicloud Bridges the Gap

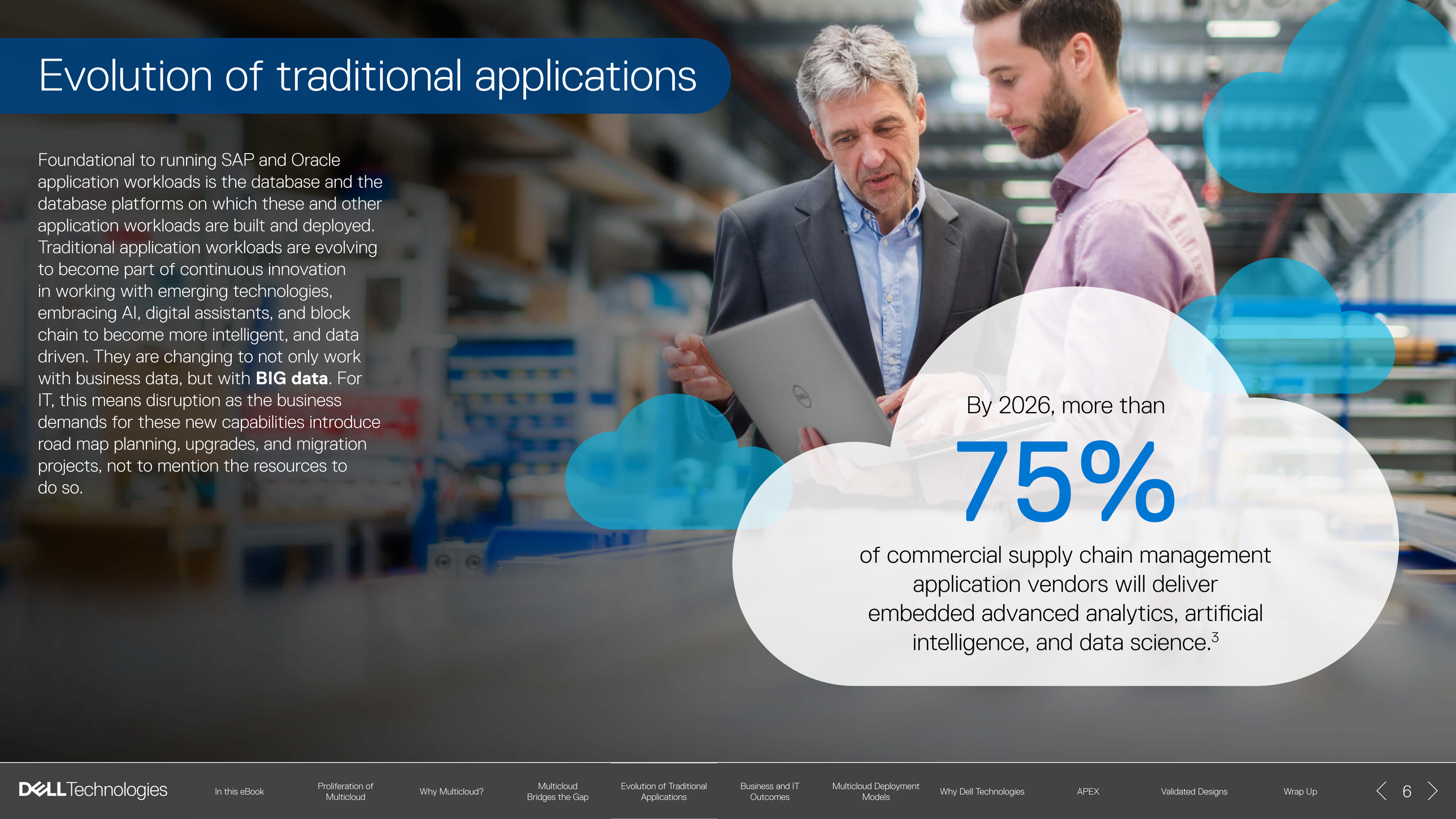
Multicloud bridges the gap between private and public clouds. This gives businesses flexibility to choose the right path to best meet their objectives, whether it's private cloud on-premises or in a hosted co-location for risk mitigation, enhanced performance, and predictable cost, public cloud for agility and accelerating innovation, or edge aligned to connect and work with applications and data located in remote locations.

Multicloud is the path to digital transformation



Evolution of traditional applications

Foundational to running SAP and Oracle application workloads is the database and the database platforms on which these and other application workloads are built and deployed. Traditional application workloads are evolving to become part of continuous innovation in working with emerging technologies, embracing AI, digital assistants, and block chain to become more intelligent, and data driven. They are changing to not only work with business data, but with **BIG data**. For IT, this means disruption as the business demands for these new capabilities introduce road map planning, upgrades, and migration projects, not to mention the resources to do so.



By 2026, more than

75%

of commercial supply chain management application vendors will deliver embedded advanced analytics, artificial intelligence, and data science.[3]

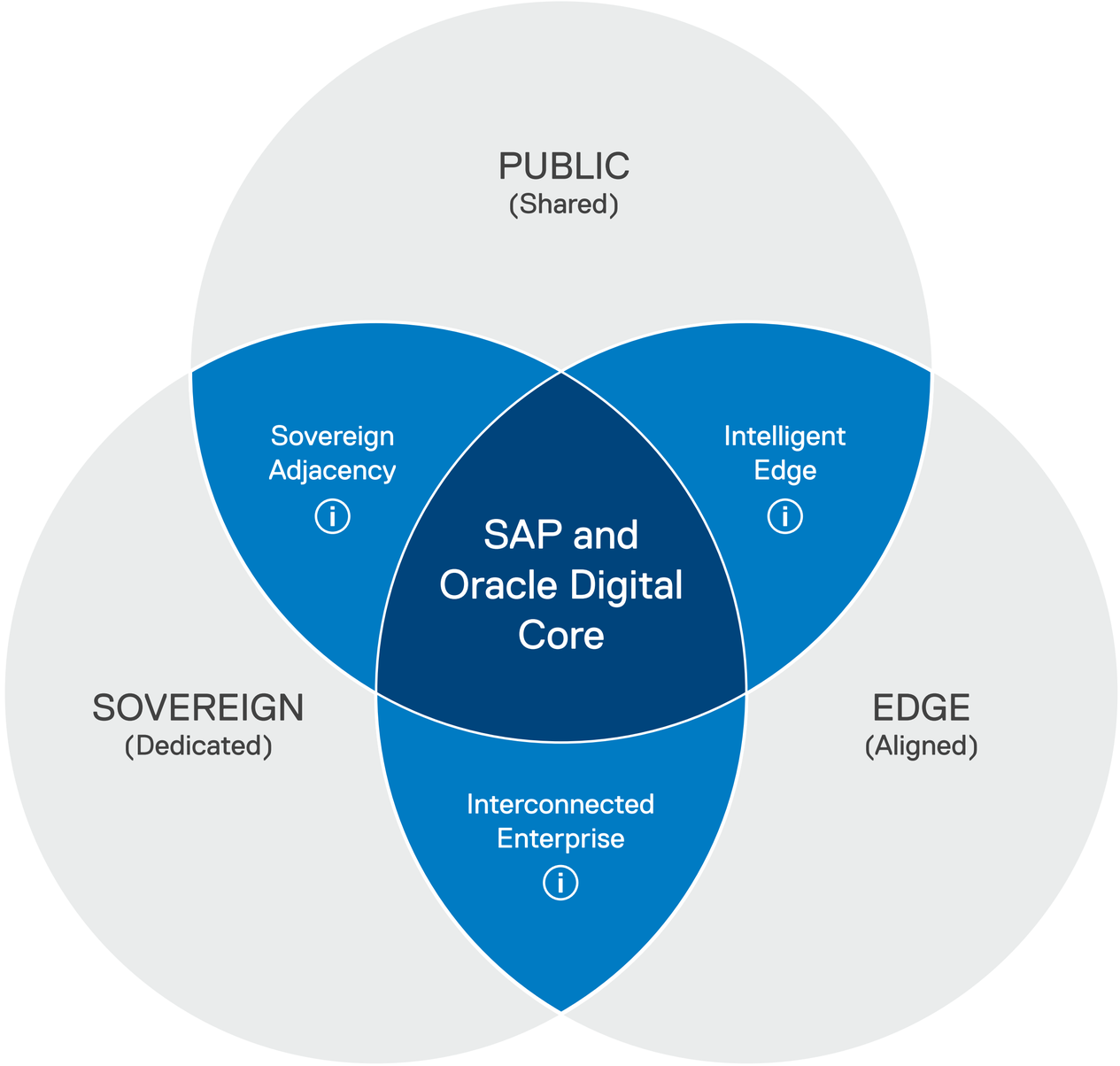
Business and IT outcomes

NextGen

Multicloud unlocks three game-changing opportunities within architecture for digital transformation via NextGen scenarios. Sovereign Adjacency, Interconnected Enterprise, and the Intelligent Edge combine and amplify classic models, i.e. public, sovereign, and edge, to enable innovation and opportunity for SAP and Oracle.

These NextGen scenarios bring opportunity to connect the business digital core running SAP and Oracle with the business ecosystem across public clouds, SaaS providers, edge locations, and mobile applications. NextGen scenarios enable the business to:

- Innovate with business data together with machine learning and big data.
- Develop new functional and vertical application extensions with connectivity with core applications and processes.
- Work with edge applications, processing, and data streaming to deliver intelligent data for analytics and innovation.

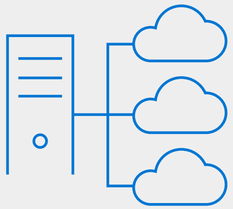


Multicloud deployment models

For traditional SAP and Oracle applications and databases, workload placement matters

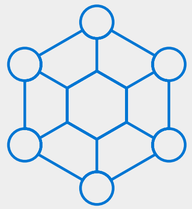
Data center augmentation

Are you running SAP or Oracle on prem? You might say, it's going to stay there, I am not moving them. At the same time, I want help with consolidation, and making it easier to use. How then, can we leverage collocation to reduce datacenter costs for retention services such as remote DR, QA testing and fail-over, backup and restore, setting up a test development environment off prem, maybe even sandboxes for new projects?



Sovereign adjacency

You might say, because of where I am going, I need a sovereign IT environment and location to run mission-critical SAP and Oracle. If innovation, including functional and industry application extensions are built on hyperscalers and public clouds (e.g., AWS, Azure, Google), core business applications, such as ERP and financial, will need closer physical proximity and secure network connectivity, providing significantly lower latency.



Interconnected enterprise

In the digital business, no organization is an island. The interconnected enterprise extends sovereign adjacency aligning IT resources where demand is greatest -- across the global digital ecosystem connecting the digital business running Oracle and SAP with mobile applications, suppliers, partners and edge locations integrating applications, processes and data.

Multicloud

Lastly, multicloud for application data protection and long-term retention. You could have a combined SAP and Oracle environment. Multicloud brings out the scope of how we can help with protecting data and information, help with operation backups, cyber recovery, being part of a long-term extension with file and object, archiving data, and the edge.

Why Dell Technologies

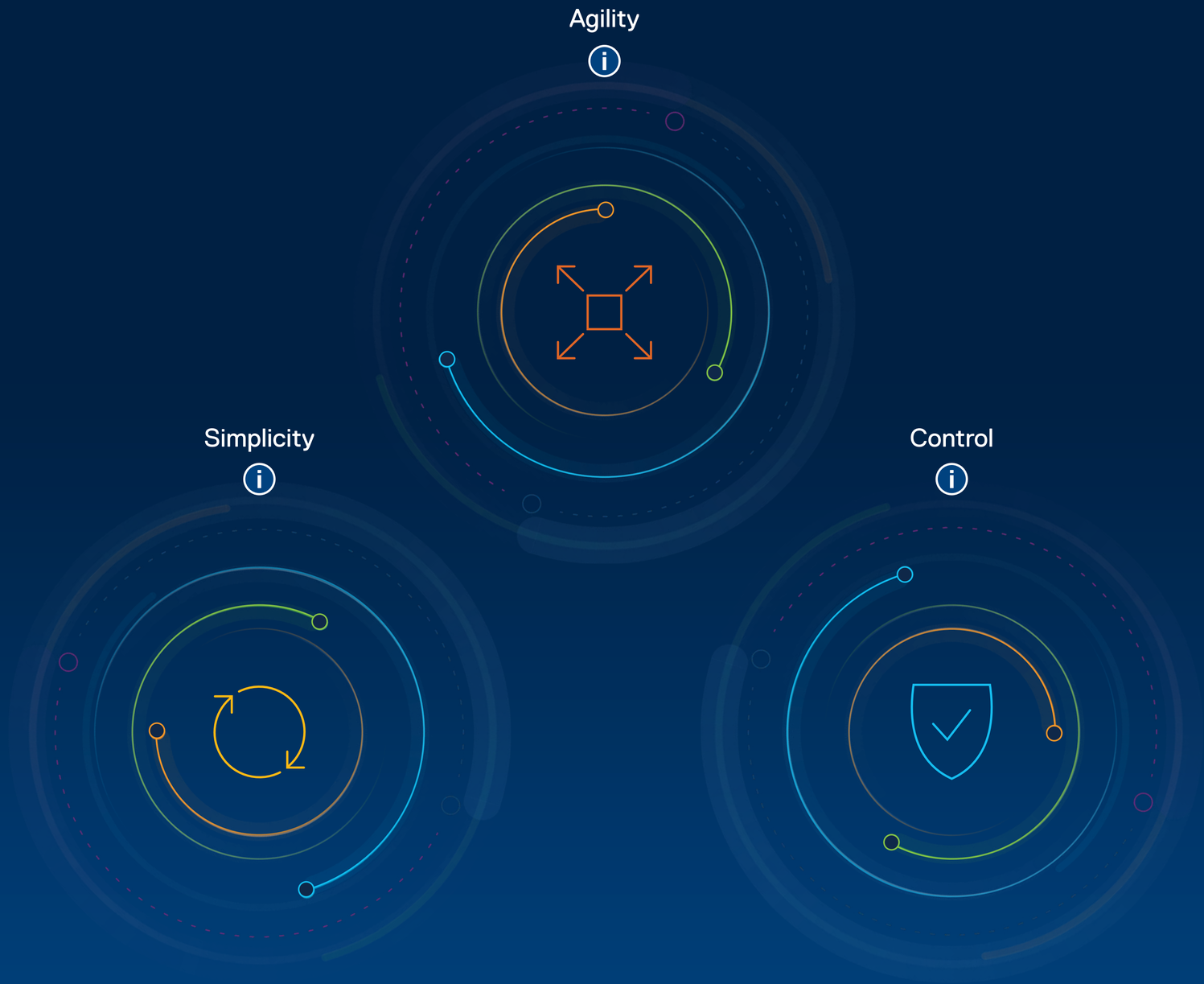
Dell Technologies wants to help customers create multicloud not by default, but by design. We have the industry's broadest technology portfolio, consistent tools, experience building open ecosystems and leading data storage capabilities, services, and supply chain. All this uniquely positions Dell Technologies to help customers take control of their multicloud strategy.

Whether it's multicloud, public, private, edge – Dell Technologies has the best toolkit for what you need. And, we are able to address your requirements with a mix of as-a-Service and modern infrastructure. Along with that, through our unbiased approach to providing the solution you need, our vast ecosystem of partners gives you direct access to all major public cloud providers.

APEX

The next logical question in our multicloud for application workloads proposition is this: How do you consume it?

Dell Technologies provides flexible consumption models that align plans for bringing SAP and Oracle into a multicloud world via APEX, Dell Technologies' breakthrough portfolio of as-a-Service offerings that simplify digital transformation by increasing IT simplicity, agility, and control. These include traditional CapEx solutions where you build your own infrastructure with Dell Technologies platforms AND / or / plus APEX aaS Solutions and Services.



Validated Designs

Dell Technologies Validated Designs are tested and proven configurations, designed from the start to fulfill needs for specific use cases. These integrated solutions have been stringently tested and verified by Dell Technologies engineering and our solution partners to help take the guesswork out of deploying new solutions.

With Validated Designs for SAP and Oracle, Dell Technologies invests in integration, certifications, and best practices to reduce risk and TCO while enhancing productivity, freeing admins and DBAs to focus on higher value initiatives.

By offering flexible design choices and guidance on choosing the right components, Validated Designs can shorten deployment timelines, reducing, or in some cases eliminating, the time it takes to design, test, and integrate components.

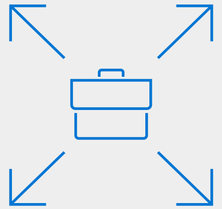
Validated Designs make it possible for organizations to:

Drive faster time to value

Accelerate deployment and reduce risk with documented and validated solutions designed to help you avoid design and planning pitfalls.

Build with confidence

Deploy engineering -validated solutions designed and tested to meet specific use case needs, delivered on-premise or on-demand, as a service.



Enable business without boundaries

Run modern applications anywhere, anytime, leveraging flexible platforms and scalable infrastructure in a multicloud world.

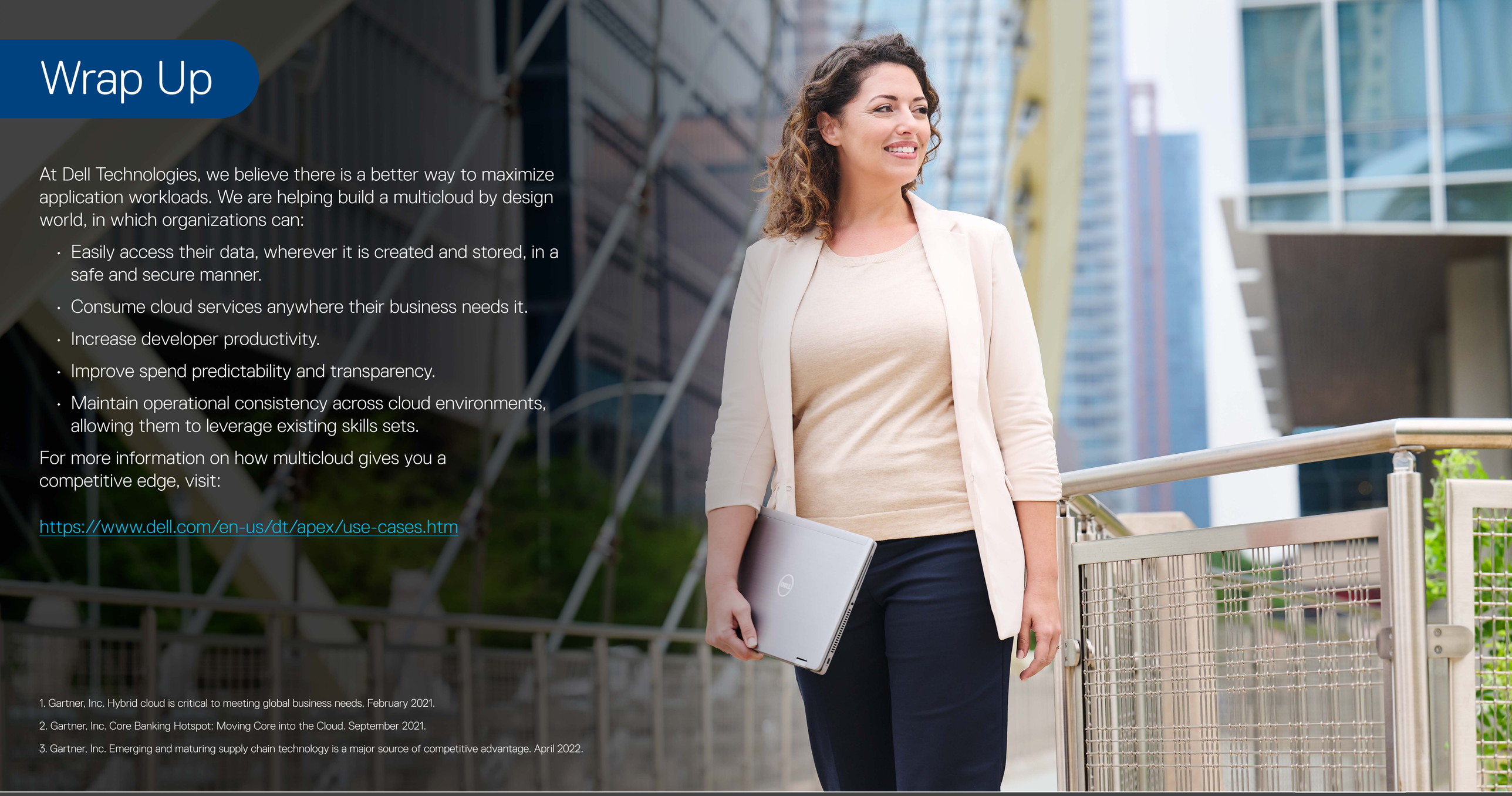
Wrap Up

At Dell Technologies, we believe there is a better way to maximize application workloads. We are helping build a multicloud by design world, in which organizations can:

- Easily access their data, wherever it is created and stored, in a safe and secure manner.
- Consume cloud services anywhere their business needs it.
- Increase developer productivity.
- Improve spend predictability and transparency.
- Maintain operational consistency across cloud environments, allowing them to leverage existing skills sets.

For more information on how multicloud gives you a competitive edge, visit:

https://www.dell.com/en-us/dt/apex/use-cases.htm



1. Gartner, Inc. Hybrid cloud is critical to meeting global business needs. February 2021.
2. Gartner, Inc. Core Banking Hotspot: Moving Core into the Cloud. September 2021.
3. Gartner, Inc. Emerging and maturing supply chain technology is a major source of competitive advantage. April 2022.